

DC METRO

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

ALAN CHARGIN

Approachability.
Genuineness.
Balance.



Welcome
2023
TOP 500
Agents!

MARCH 2023



FAST & FIX

Settle on your purchase loan **FAST**
Get your renovation plans in & **FIX**
that house!

Problem: Your client needs to be competitive and can't do a full 60 day close for a renovation loan

Solution: I can close on a purchase loan quickly then use our renovation 2nd so they can finalize their home improvement plans. (Value based on after improvements)

- 2nd Loans to \$1,500,000
- 7/6 SOFR ARM
- Interest Only During Construction
- 30 Year Fully Amortized Loan
- Auto Debit Required from a SSB Account
- Owner Occupied SFR/PUD

Help your buyers renovate their dream home.
Speak with Tina today to get them started!



Sandy Spring Bank



Tina Del Casale
Mortgage Banker

D: 301.850.1326

C: 301.523.1893

TDelCasale@SandySpringBank.com

NMLS# 191852

APPLY NOW at **SSBTina.com**



At Mid-Atlantic Custom Builders, we team up with Real Estate agents in Bethesda and Chevy Chase to help put families in the home of their dreams. The partnership begins when agents introduce us to new properties, and continues through acquisition, construction, and finally, the new home sale. Let's get started!

Let's Build a Home and a Partnership!

(240) 493-9301 • MidAtlanticCustomHomes.com



Loan programs subject to change without notice and cancellation at any time. Please consult a Sandy Spring Bank mortgage banker for specific details. This is not an offer of credit or commitment to lend. Actual loan qualification is subject to verification and approval of income, credit, property appraisal, and other factors. Additional fees, terms, and conditions may apply. Adequate property insurance required. Sandy Spring Bank is a Maryland corporation headquartered at 17801 Georgia Avenue in Olney, Maryland 20832. As a residential lender we provide mortgage financing in the metropolitan Washington D.C. and greater mid-Atlantic markets. Other rates and terms are available. Member FDIC. Equal Housing Lender. NMLS# 406362. Sandy Spring Bank, the SSB Logo, and From here. For here. are registered trademarks of Sandy Spring Bank. Copyright 2022 Sandy Spring Bank. All rights reserved.

TABLE OF CONTENTS

	06 Index of Preferred Partners		12 Publisher's Note: Luck Is What You Make It		13 2022 By the Numbers
	18 We Ask: Where Is Your Favorite Place to Go on Vacation?		22 Words by Wade: Video Content Ideas for Your YouTube Channel		26 Legal Hotline: Do Owners Need Home Title Lock Insurance?
	30 DC Metro Real Producers Is Celebrating 6 Years in Print!		38 Partner Spotlight: Jennifer Lindsay, Goosehead Insurance		44 Agent Spotlight: Rob Krop
	48 Rising Star: Craig Sword		54 Cover Story: Alan Chargin		67 Top 250 Standings



DC Metro Real Producers
@kristinbrindleyrealproducers



DC Metro Real Producers
@kristinbrindleyrealproducers

Cover photo courtesy of **Ryan Corvello Photography**.



INTRODUCING FIRST HOME ADVANTAGE

We couldn't be more excited about this chance to provide exceptional service to first-time home buyers! This new program is an opportunity to level the playing field for those who may have been overlooked in the past due to their credit score.

Under the First Home Advantage program, eligible first-time homeowners will see substantial reductions in offered rates.

- Borrower eligibility is based upon a borrower's annual income and geography.
- Different income limits in different counties.
- In certain high-cost regions, annual incomes as high as \$168,600 are eligible for this program!
- At least one borrower must be a first time home buyer.*

*A borrower is considered a first-time homebuyer if they haven't owned a home in the past 3 years.

Contact First Home Mortgage today to see if you're eligible!

With the launch of the First Home Advantage program, you're one step closer to finding your first home.

Questions? **CONTACT US!**

CROFTON BRANCH

(301) 352-6060

www.firsthome.com

NMLS ID 186980

2200 Defense Highway Suite 400
Crofton, MD, 21114



This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. Income restrictions, minimum credit scores, and other program requirements and qualifications may apply to certain programs. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org)



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**BALLOONS AND
EVENT DECOR**

Popped By Dominique
(202) 903-3413
PoppedbyDominique.com

CLEANING SERVICE

Fresh Home Cleaning
(240) 855-7268
Fresh-HomeCleaning.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

**DJ/ENTERTAINMENT
SERVICES**

Gold Event Group
(301) 613-1676
GoldEventGroup.com

Downsizing/ESTATE SALES

Caring Transitions, Inc.
(443) 995-7367
CaringTransitionsRockville.com

**EVENT PLANNING &
MANAGEMENT**

Rescue Event Planning
(301) 798-4489
RescueEventPlanning.com

**FINANCIAL COACHING &
BOOKKEEPING**

Alchemy of Money
(202) 567-7960
AlchemyOfMoney.co

FINANCIAL PLANNING

Socium Advisors
(203) 848-4870
Tripp-Kelly.com

FLOORING

Floormax
(301) 206-2200
FloormaxFloors.com

PriceCo Floors
(703) 966-8719
PriceCoFloors.com

HOME BUILDER

Mid Atlantic Custom Builders
(301) 231-0009 x302
MidAtlanticCustomHomes.com

HOME INSPECTION

BPG Inspections
(703) 881-6617
BPGInspections.com

Kenneth Cox & Associates, LLC
(202) 298-7868

National Property Inspections
(240) 409-3711
NPIweb.com

ProTec Inspection Services
(301) 972-8531
ProTec-Inspections.com

**HOME REPAIR &
RENOVATIONS**

Punchlist USA, Inc.
(404) 993-8622
PunchlistUSA.com

HOME WARRANTY

Cinch Home Services
(410) 730-7423
CinchRealEstate.com

Super Home, Inc.
Kat Dzuba
(703) 817-5773
HelloSuper.com

INSURANCE

Goosehead Insurance
(202) 558-0530
JenniferLindsay
Insurance.com

JUNK REMOVAL

123JUNK
(800) 364-5778
123JUNK.com

LANDSCAPING SERVICES

Hunter's Property
Maintenance
(301) 579-8763
HPMmaintenance.com

MOLD REMEDIATION

Mold Gone
(240) 970-6533
MoldGone.net

MORTGAGE

Caliber Home Loans
Matt O'Connor
(301) 520-5156
OConnorMortgageTeam.
com

CrossCountry Mortgage
Richard Early
(301) 332-2184

Draper and Kramer
Mortgage Corp.
Melissa Rich
(703) 927-2626
DKMortgage.com/Rich

First Washington Mortgage
Chanin Wisler
(301) 526-0020
ChaninWisler.info

Guaranteed Rate
John Jones
(571) 242-0864
Rate.com/CraigMiller

Intercoastal Mortgage
Jordan Dobbs
(301) 785-7162
JDobbs.ICMTG.com

Sandy Spring Bank
Tina Del Casale
(301) 523-1893
SSBTina.com

Shore United Bank
Paul Deibler
(240) 651-6955
PDeibler-ShoreUnited1.
MortgageWebCenter.com

The Kempes Group
Kempes Jean
(267) 625-3066
TheMortgageLink.com/
TheKempesGroup

Truist
John Masci
(240) 687-1710
Truist.com/John.Masci

MOVING / STORAGE

Bargain Movers
(301) 685-6789
BargainMoversInc.com

Interstate Moving & Storage
(703) 226-3279
Moveinterstate.com

Moyer & Sons Moving
& Storage
(301) 869-3896
MoyerAndSons.com

Perry Moving, LLC
Sam Perry
(410) 799-0022
perrymoving.com

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

PEST CONTROL

My Pest Pros
(202) 255-4886
MyPestPros.com

PHOTOGRAPHY

Ryan Corvello Photography
(757) 685-2077
CorvelloPhotography.com

**PRINTING, DIRECT
MAIL SERVICES**

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

PROPERTY MANAGEMENT

Streamline Property
Management
(301) 237-4950
StreamlineManagement.com

RELOCATION SERVICES

Caring Transitions, Inc.
(443) 995-7367
CaringTransitions
Rockville.com

REMODELER

Renovation Sells
(202) 705-0766
renovationsells.com/
dc-metro

REMODELING & PAINTING

Beautiful Home Services, LLC
(301) 337-1074
BeautifulHomeServices.com

**REMODELING/BUILDING/
HOME IMPROVEMENTS**

Absolute Building
and Construction
(202) 468-8662
AbsoluteBandC.com

ROOFING

Cole Roofing
(703) 836-6679
ColeRoofSystems.com

SECURITY & SMART HOME

Tranquility Smart Homes &
Security, LLC
(240) 994-5415
TranquilitySHS.com

**SENIOR MOVE
MANAGEMENT**

Moyer Move Management
(301) 685-7900
MoyerMoveManagement.com

STAGING

Preferred Staging, LLC
(703) 851-2690
PreferredStaging.com

Town & Country Staging
(800) 683-6683
TownAndCountryMovers.com/
Staging

TITLE COMPANY

Eastern Title & Settlement
(240) 403-1285
EasternTitle.net

Legacy Settlement Services
(919) 441-1848
LegacyForTitle.com

MBH Settlement Group
(703) 277-6806
MBH.com

Peak Settlements, LLC
(301) 528-1111
PeakSettlements.com

Prime Title Group, LLC
(301) 341-6444
PrimeTitleLLC.com

Stewart Title and Escrow
(480) 203-6452
DCTitleGuy.com

VIDEO SERVICES

HD Bros
(833) 437-4686
HDBros.com

MEET THE DC METRO REAL PRODUCERS TEAM



Kristin Brindley
Publisher



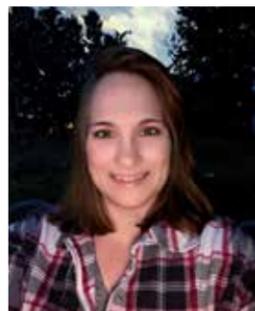
Ellen Buchanan
Editor



Lexy Broussard
Sales Manager



Wendy Ross
Operations Manager



Jaime Lane
Executive Assistant &
Publishing Manager



Ellie Caperare
Social Media Manager



Zachary Cohen
Writer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



To view our magazine online, visit dcmetrorealproducers.com and look for "magazine" or scan this QR code. (Password: connectheredcrp!)

@realproducers

Announcing Caliber Rate Rollback!



High mortgage rates raining on your client's home-buying parade?

CALIBER HOME LOANS HAS THEM COVERED!

Rate Rollback could save your client thousands on their home purchase. We've designed Rate Rollback with your client's home purchase and savings in mind: We pay for the lender fees when they refinance with us!

RATE ROLLBACK PROGRAM

- 1 Purchase a home before 3/31/2023
- 2 Make at least 6 consecutive on-time payments
- 3 Standby until we reach out with refinance opportunities
- 4 Let us pay the lender fees when refinanced before 12/31/2024
- 5 Save on your monthly payments!

Is your client ready to rollback into savings? Contact us for more info!



Matt O'Connor & Jeff Sandusky

(301) 520-5156 (Cell) • (240) 855-0809 (Office)
Matt.OConnor@CaliberHomeLoans.com • NMLS ID#: 982196
OConnorMortgageTeam.com • 2600 Tower Oaks Blvd. Suite 100, Rockville, MD 20852

Caliber Home Loans, Inc. • NMLS #15622 STATE LIC#: MD 26-22961, DC MLO982196, DE MLO-982196



If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@kristinbrindley.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the DC Metro Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

TEAM UP WITH FLOORMAX TO GET SALES MOVING!

Floormax can help you sell homes faster by providing you with a reliable one-stop solution for flooring and home improvement services. With the area's largest in-stock inventory of flooring options, reliable flooring installation specialists and home improvement professionals, your projects are completed on-time and on-budget to get your listings sold faster!



- Carpet
- Hardwood
- Ceramic
- Laminate
- Vinyl
- Refinishing of Wood Floors
- Painting/Drywall
- Carpentry
- Electrical
- Plumbing
- Finished Basements
- Bath & Kitchen Remodeling
- Fireplace Surrounds
- Landscaping/ Yard Clean-up
- ...AND MORE!



"Floormax has been a true partner to me in my real estate business. They are professional, responsive, and competitive with pricing. I value my association with them. A+ in my book!"

Ellen Coleman, Realtor, RE/MAX CDRS, OICP, SRES

FLOORMAXFLOORS.COM

Carpet | Hardwood | Ceramic | Laminate | Vinyl | Refinish Wood Floors | Handyman

IMMEDIATE INSTALLATION: GET YOUR LISTING ON THE MARKET FAST!

Call Joe at 301.206.2200 or email at Joseph.J@floormaxfloors.com

WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media



Reach out to your neighborhood publisher for more information.

HYPORTDIGITAL.COM



FAQ

ABOUT THIS MAGAZINE By Kristin Brindley, Publisher



Ever since we launched DC Metro Real Producers six years ago, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the D.C. metro area. We pull the MLS numbers each year (by volume) in the Greater D.C. metro area: Washington, D.C.; Montgomery County, Maryland; FCAAR; and PGCAAR. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2022. So we have a few new top producers who have joined us – along with agents from last year's top 500 who are still with us. Based on 2022's list, the minimum production level for our group is \$15.9 million. The list will reset again at the end of 2023 for the following year and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS® (or yourselves!), affiliates, brokers, owners, and office leaders can nominate Realtors as well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A

nomination currently looks like this: you send us an email at wendy@kristinbrindley.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our writer to conduct an interview and write the article and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best Realtors in the area but the best affiliates, as well, so we can all grow stronger together.

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors, please email Lexy@kristinbrindley.com, and let us know!



luck

IS WHAT YOU MAKE IT

► publisher's note

WELCOME TO ALL 2023 TOP 500 AGENTS!

First, let me say, welcome to all of D.C. metro's 2023 Top 500 agents who are part of our DC Metro Real Producers community. Some of you have been with us from the start ... others are just now joining us, having made it into the ranks of the Top 500 producing agents in the D.C. metro area for their stellar performance in 2022. We determined the 2023 Top 500 list based on 2022 total sales volume of all agents who hold their license at an office in our DC Metro Real Producers service area.

You guys rock! And we're so pleased that you're part of this community! Be on the lookout for your exclusive DC Metro Real Producers Top 500 badge, coming to your inbox soon.

Dear DC Metro Real Producers,

Have you ever known someone who just seems lucky? Or people who claim that they're definitely *not* lucky? Maybe you're one of them... But what's luck got to do with it, really?

"Luck" seems random and arbitrary... something that is bestowed fairly or unfairly, and is outside of our control. But the luckiest people have a set of attributes that make them *appear* to be lucky when, in actuality, they may just be deserving. Grant Cardone, author of "The 10x Rule: The

Difference Between Success and Failure" says:

"Don't be confused by what looks like luck to you. Lucky people don't make successful people; people who completely commit themselves to success seem to get lucky in life."

This is precisely what I believe — and what I imagine most of you believe as well. After all, you didn't make it into the Top 500 because you got lucky, did you? No, you worked your butt



Kristin Brindley
Owner/Publisher
DC Metro Real Producers
313-971-8312
Kristin@kristinbrindley.com
www.dcmetrorealproducers.com



FOOD FOR THOUGHT

What is the luckiest thing that's ever happened to you?

off, strategized, planned and put in the blood, sweat, and tears needed to make your businesses grow, expand, and succeed.

So if you're looking to have continued good luck in 2023 ... or maybe improve your luck in 2023 ... keep doing what you're doing — putting the time and hard work into turning your vision into reality. And before you know it, Lady Luck will smile on you, for sure!

We hope to meet many of you — both continuing and new Top 500 agents — at our **Masquerade Sneaker Ball**, coming up soon, on **March 22nd**. Save the date, too, for **Lawnapalooza**, a fun-filled, outdoor games event scheduled for **May 2nd**. Stay tuned for details!

This month, we're pleased that preferred partner **Cole Roofing** has joined the DC Metro Real Producers family. Welcome!

With gratitude,

2022

BY THE NUMBERS

HERE'S WHAT DC METRO'S TOP 500 AGENTS SOLD...

18,112



TOTAL TRANSACTIONS



14.85B

SALES VOLUME

9,665

LISTING SIDE TRANSACTIONS



8,447

BUYING SIDE TRANSACTIONS



\$29.7 MILLION

AVERAGE SALES VOLUME PER AGENT



36.2

AVERAGE TRANSACTIONS PER AGENT

Information based on 2022 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Washington, D.C., and Frederick, Montgomery, and Prince Georges counties, Maryland.

Spring
into a pest-free home!

SAVE 10%
on any annual program
Must mention ad.
Exclusions may apply.
Inquire for details.

FULL-SERVICE PEST CONTROL COMPANY SPECIALIZING IN ANTS, TERMITES, MICE & MORE!

CALL FOR A FREE QUOTE! (703) 665-4455 | MYPESTPROS.COM

my pestpros
We'll get rid of what's bugging you!

WDI Inspections • Members of the NPMA, Virginia & Maryland Pest Management Association • 10+ Years of Experience
Local, Family-Owned Business • Proudly Operated by Brett & Debra Lieberman • Serving VA, MD & DC

Fresh Home Cleaning

Alejandra and her teams specialize in serving the real estate industry by providing custom cleaning services to prepare homes for the real estate market!

301-519-8035

*"We understand that every home is found or left in different conditions; that is why putting together a custom cleaning plan for each home is important to us."
- Alejandra Zelaya, Owner*

(301) 519-8035 | FRESH-HOMECLEANING.COM

SUPER

WE'RE ON A MISSION TO MAKE CARING FOR A HOME COMPLETELY CAREFREE

hellosuper.com

Jonathan Asfour
703-254-9628
jonathan@hellosuper.com

You Sell Houses We Lease & Manage Houses

Then, You Sell the Houses When They're Done Being Leased & Managed



Life is turbulent. Caring for your home shouldn't be.

CEO SCOTT GOLDBERG
(301) 237-4950

Scott@StreamlineManagement.com
streamlinemanagement.com



TOWN & COUNTRY MOVERS, INC.

Experienced, Reliable, Trusted | The DMV's top mover for over 40 years



Call today for a free estimate!

301-670-4600 | 800-683-6683
www.townandcountrymovers.com

RELAX...We'll Take Care Of Your Properties.

Let Hunter's Property Maintenance take care of your listings, rentals, or investment properties!

Landscaping • Construction • Snow Removal • Property Maintenance



Hunter Fagan
HPM Owner

Licensed, Insured & Bonded,
MHIC #:145173

CALL US OR BOOK ONLINE!

(301) 579-8763

HPMMaintenance.com



SEE YOU THERE!

DC Metro Real Producers
PRESENTS



MASQUERADE SNEAKER

Ball

WEDNESDAY, MARCH 22, 2023

6:30 PM - 10 PM
Check Your Email for
Your Exclusive Invitation



For information on all DC Metro Real Producers events, email info@dcmetrorealproducers.com.



▶▶ we ask...you tell!

Where is your favorite place to go on vacation?



LAWRENCE LESSIN
Homes By Owner, Inc
Southeast Florida.



CRAIG SWORD
Compass
A beautiful island next to Aruba, above Venezuela – Curacao.



COREY BURR
TTR Sotheby's International Realty
Spring break was always some sort of baseball tournament with our kids. Our favorite place to travel, in general, is to Northern Michigan – a small town right outside of Traverse City!



ELIZABETH ANN HO
RLAH Real Estate
Easily, Greece!



TOHMAI SMITH
Compass
Turks and Caicos Islands.



MONIQUE MALABET
Keller Williams Capital Properties
I travel a lot out of the country! I've been to 24 countries so far and am trying to hit as many places in the world as possible, so I typically don't double back. So anywhere overseas!



EVA DAVIS
Compass
Tel Aviv, Israel.



BARRETT STARLING
KW Realty Center
Anywhere near the beach, maybe Folly Beach, South Carolina. Or South Beach, Miami.



LYNDA NGUYEN
Long & Foster Real Estate
Vacation in Thailand.



ANA DUBIN
Long & Foster Real Estate
I love Jamaica.



MARLENA MCWILLIAMS
Keller Williams Capital Properties
Always a beach! One of my favorite vacation spots is Carousel in Costa Rica. I love that I can be near a beach but also in the mountains!



NWABUEZE OKWODU
Samson Properties
I don't vacation.



KERI WEIS
Long & Foster Real Estate
Anywhere with my kiddos! My girls and I do a trip every year, and always try to find someplace new.



DANIEL HEIDER
TTR Sotheby's International Realty
Italy – everything about it!



CARA PEARLMAN
Compass
It's not fancy, but I love a good week at the Delaware beaches. We are so fortunate to have something so magical just a two-and-a-half-hour car ride away. We always find the ocean air to be therapeutic while we are there ... and my husband and I independently have childhood memories of the boardwalk and beach that we love to share with our children.



MAYA HYMAN
Compass
I love the eastern shore of Maryland! Close, and so much to see. As soon as I get over the Bay Bridge, I'm filled with a sense of calm.



MARJORIE DICK STUART
Coldwell Banker Realty
Bonaire, Caribbean Netherlands. Flat, blue water with incredible sea life, pelicans, perfect warm breeze year-round, awesome restaurants, and best iguanas to chill with! Call me for where to stay.



CHANIN WISLER
First Washington Mortgage
My favorite vacation spot is Cozumel, Mexico, to scuba dive! I have a friend from Potomac (she used to be a REALTOR) who lives there full-time now, and I have made so many friends with others. Our divemaster and his crew have become friends, and we've dived with others who now call the island home. The diving is great, the people are warm and friendly, and the cuisine is delicious. Margaritas also taste better after diving!



ERIC STEINHOFF
eXp Realty
Our favorite place to go is Fenwick Island, Delaware. We try to go there often in the summer — when work allows. (And now we are licensed in Delaware, so we can work where we like to vacation!) Fenwick is really a hidden gem at the beach because of its small-town feel and its close proximity to the metropolitan area.



JORDAN DOBBS
Intercoastal Mortgage Company
During the summer, it is at Deep Creek Lake in Maryland! It is only two and a half hours away, and such a great spot to relax and unwind! A perfect day at the lake is boating with family and friends, exploring the coves, admiring some of the beautiful homes, letting the kids go tubing, and sitting by the fire at night roasting s'mores and drinking wine.



LAWRENCE O. ELLIOTT JR.
Prime Title Group
Orlando. I know it's not exotic, but it's a great place to vacation with your family.



ERIK WILLIAMS
Keller Williams Realty Centre
Negril, Jamaica.



HARRISON BEACHER
Keller Williams Capital Properties
My favorite vacation is South Africa. New Year's Eve, Cape Town, specifically. It's the music and food and people and just good vibes.



CASEY ABOULAFIA
Compass
My favorite vacations are during the summer with kids, and we definitely don't have a favorite spot. We'll look at a world map, see what holes we'd like to fill, rent a few Airbnb's, and be off. We love the adventure of different places — so I guess our favorite would be 'somewhere new! If my kids had to answer, though, they would say it's definitely family beach week in the OBX with the cousins, aunts, uncles, and grandparents under the same roof.



ELLIE HITT
RE/MAX Realty Group
Negril, Jamaica.



RICHARD EARLY
CrossCountry Mortgage
Disney World in Florida.

curbio

Let us do the work for you.



FIX FIRST, PAY LATER

From repairs and refreshes to whole-home renovations, homeowners pay nothing until their home sells.

POWERED BY TECH

A modern home improvement experience that gets you from proposal to listing 60% faster, and with peace-of-mind.

TURNKEY CONCIERGE

Your dedicated Curbio team takes care of every detail from proposal to punch-list, saving you hours and hassles.

Learn more with our free on-demand overview webinar!

curbio.com | 844-944-2629



Rely on Alchemy Tax for your bookkeeping, tax strategies, and IRS filing!

Exclusively for Real Estate Agents!



The Alchemy of Money



BRANDON GREEN
Chief Alchemist

📞 202-567-7960

🔓 Unlock our FREE Millionaire Planner

🌐 alchemyofmoney.co



Bookkeeping & Tax Filing



Financial Coaching



Investment Opportunities



25

Video Content Ideas for Your YouTube Channel in 2023

As I teach video marketing and other content creation classes in the Northern Virginia area, the most frequent questions I receive revolve around what to create content about. Content can be whatever you want it to be, but the goal is to educate, inform, and be authentic. People want to see you being you, not some fake version.

REALTORS® think that posting content has to be some professionally done video that costs lots of money. It doesn't. I tell my Realtor clients that content can be a simple Instagram story or reel, all the way up to a professionally done YouTube video. I would suggest creating more content that is free in order to engage and grow an audience. So what do I create content about to grow my YouTube channel? Use these content ideas to get started educating your target audience,

1. Top 5 Reasons to work with you as a Realtor
2. The 1 large problem you solve for buyers/sellers
3. How interest rates affect buying power
4. Video with your lender — What is a 2/1 buydown?
5. Video with your title partner — What is title insurance and why do you need it?
6. State of the market (where you do business)
7. Should I buy new construction in this market?
8. Stop by my open house this weekend!
9. Why *who* you work with matters! (Tell a story.)
10. A story on how you helped a seller get top dollar
11. A story about how you helped a buyer get an amazing deal!
12. How you minimize stress and anxiety during a transaction
13. The 1 thing your real estate team does that others don't
14. What it's like living in your farm or city
15. Testimonials from your top clients
16. Your listings coming to market!
17. Why doesn't every buyer didn't know this about X?

18. Interviews with business owners in your market
19. Check out our upcoming client appreciation event!
20. Tips to getting your home ready for the Spring Market!
21. 3 tips to getting your offer accepted in the Spring Market
22. Look for these traits when interviewing agents to sell your home
23. Why the news has buyers worried when they shouldn't be
24. Why NOW is one of the best times to purchase a home ever!
25. Do home inspectors really scare buyers? The real story!

These 25 video topic ideas that will help you get your YouTube video channel off the ground. In the end, the video content topics are a starting

point; it's the execution of creating, posting, and sharing the content to your database and the world to be "discovered" by your next buyer or seller customer. Many agents will read this article and say, "Yeah, I might start doing this at some point," and others will jump in with both feet. As we move forward, there will be two types of Realtors: the ones that use and implement video into their business to attract clients and market homes ... and agents that choose not to.

Your past clients and database are looking for answers and education in this current real estate market. This is a great opportunity for you to be seen as the thought leader in your market area going forward. Good luck!



Wade Vander Molen is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

OUT WITH MOLD

in with cleaner air!

INVESTIGATION, TESTING, AND REMOVAL

10% MILITARY DISCOUNT
We appreciate our heroes and would like to offer a special discount to all active duty and veteran armed forces members.

CALL TO SCHEDULE YOUR SERVICE TODAY!
240-970-6533
mike@moldgone.net • moldgone.net
2508 Locustwood Pl, Silver Spring, MD 20905
FAMILY-OWNED • NON-FRANCHISED

MIKE MULIERI
President

"Mike addressed any concerns and gave us his professional opinion so that we could keep moisture out of our attic. He was professional, quick, and honest. We were very impressed by Mike and would highly recommend him." - Shira

Schedule with NPI Inspections for so much more than a HOME INSPECTION!

PROVIDING PEACE OF MIND,
ONE HOME INSPECTION AT A TIME.

What Do We Offer?

- Residential/Home Inspections (*Buyer's Inspections*)
- Prelisting Home Inspections (*Seller's Inspections*)
- New Construction (*Pre-closing Inspections*)
- Builder's Home *Warranty Inspections*



NATIONAL
PROPERTY
INSPECTIONS

www.npinspections.com
240-409-3711

Locally Owned Franchise
MD Lic. #31227

When you need to upgrade the flooring for your listings, look no further than **PriceCo Floors!**



LUXURY VINYL • HARDWOOD • CARPET
FINANCING AVAILABLE!



Contact Us For a FREE Quote!
PriceCoFloors.com
Family Owned & Operated

WE'VE GOT YOU COVERED



Save your clients by getting them covered!

Enroll them in the new Cinch Preferred Plan and they'll save \$50!*

SAVES \$50



Join the Cinch for Real Estate Pros Facebook Group

You can also follow us at:

For additional information, please contact your local account executive:



Annie Murphy
P: (571) 276-5739
E: amurphy@cinchhs.com



Jennifer Stevens Long
P: (301) 529-8501
E: jstevenslong@cinchhs.com



*Cinch Preferred Plan not available in all states. Excludes multi-family, multi-year plans and renewals. \$50 discount applies to year one only and requires \$200/\$175 deductible (depending on area) and includes the Premium Upgrade Package (Buyer only). ©2021 Cinch Home Services, Inc. All rights reserved. Cinch and HMS are registered marks of Cinch Home Services, Inc.

PUNCHLIST USA

NAR

REALTOR BENEFITS®



The preferred repair partner of the **National Association of REALTORS®**

We are proud to provide REALTORS® with a simple one-stop solution to complete any repair or renovation project before you list or after the inspection. **Quality guaranteed!**



Upload a home inspection PDF or provide a repair list



Get a comprehensive estimate sent to your email



Book our licensed and insured contractors with a click!

Learn more: punchlistusa.com/rp

PUNCHLIST USA



Do Owners Need HOME TITLE LOCK INSURANCE?

▶▶ legal hotline

By Kim Stepanuk, Esq.

The commercials for Title Lock Insurance are on the rise, and with these advertisements, your past and current clients may reach out to you for your advice and expertise. Whether it's you or your clients whom are viewing the commercials on regular television channels, the thoughts can remain the same — what is Title Lock Insurance and do I need it to protect myself? To best answer this question, it's important to understand that Title Lock Insurance and Title Insurance are not the same thing. As

most simply explained by the Maryland Insurance Administration: "Title insurance protects real estate purchasers and/or lenders from losses that arise after a real estate settlement, but result from unknown liens, encumbrances or other defects upon the title that existed prior to settlement." Title "lock" insurance is not title insurance and is not actually insurance of any kind. In a 2022 Consumer Advisory from the Maryland Attorney General's Office, the Attorney General clarifies that "Title LOCK

insurance — which is not actually insurance of any kind — claims to protect you against title fraud, not against a legitimate challenge to the title. Title 'lock' is a service that monitors the deed to your home to see if it has been transferred out of your name. The service will notify you if this happens — after it has already happened. These services do not actually 'lock' your title to prevent fraudulent deed transfers." In other words, while title insurance is a type of insurance that helps protect against any challenges to your ownership, title lock will simply notify consumers if a new document is filed in the land records after it has already been recorded.

In order to best protect yourself as a homeowner or consumer in Washington, D.C., or Maryland,

monitoring your identity is the best first line of protection. This can be done by checking your online tax records, which reflect the current owner of record on the property, monitoring your credit with the three major credit reporting agencies (e.g., Experian, TransUnion, and Equifax), and taking note of any missing bills such as utility bills or tax bills which are no longer being received and could be the result of a change in ownership. Public tax records for Maryland can be reviewed on the State Department of Assessment and Taxation website (<https://sdat.dat.maryland.gov/RealProperty/Pages/default.aspx>) and public tax records for Washington, D.C., can be found on the D.C. Office of Tax and Revenue website (<https://otr.cfo.dc.gov/page/real-property-tax-database-search>).



Kim Stepanuk is a licensed real estate attorney with MBH Settlement Group Bethesda. Prior to joining MBH, she worked as a litigator at law firms in Montgomery County and Howard County, MD. If she is not at the closing table, you will likely find her hiking, baking or chasing her 2-year-old daughter around, picking up the toys and socks left in her wake.

Caring Transitions
Senior Relocation • Downsizing • Estate Sales

IS YOUR CLIENT READY TO SELL?

We can SORT ITEMS, DONATE ITEMS and SELL VALUABLES.

We'll have the home broom swept and back in your hands in a few weeks!
RELOCATION | DOWNSIZING | ESTATE SALES | ONLINE AUCTIONS

Start your fully-integrated partnership today! Give us a call.
Rockville@CaringTransitions.com • (301) 683-7363
CaringTransitionsRockville.com

© C.T. Franchising Systems Inc. All rights reserved.

João "John" Moreira
CERTIFIED RELOCATION & TRANSITION SPECIALIST

Local, regional, and national: Mailing lists for every market!



Web-to-Print Platform

Easy and fast online ordering for all your marketing materials through our web-to-print platform.

- ✓ Choose from one of our customizable templates
- ✓ Upload your own designs
- ✓ Print, ship, and mail on-demand

New!



MyMarketingMatters.com

We've launched our new website to assist our clients in reaching their business goals.

- ✓ Find our full product and service offerings online
- ✓ Easily accessible pricing information
- ✓ FAQ's, info, and support



List Manager

Our new list manager lets you create targeted lists for a neighborhood, or even from a single address.

- ✓ Create, maintain & edit lists right in our system
- ✓ Improved data = Better deliverability
- ✓ No charge access, FREE!

POWERING PRINT + PRODUCTIVITY SINCE 1982

Get started on your next project today!
mymarketingmatters.com | 301.590.9700

BPG Inspections®

We're your **FIRST REFERRAL** because we **SET THE BAR** for home inspections. Add BPG Inspections® to your list of referrals now!

100+ Years Of Team Experience
Serving DC, MD and NOVA

24/7 Online Inspection Scheduling
Book Now > ezo.bpginspection.com

RESIDENTIAL
&
COMMERCIAL

BPGInspections.com

@BPGDMV

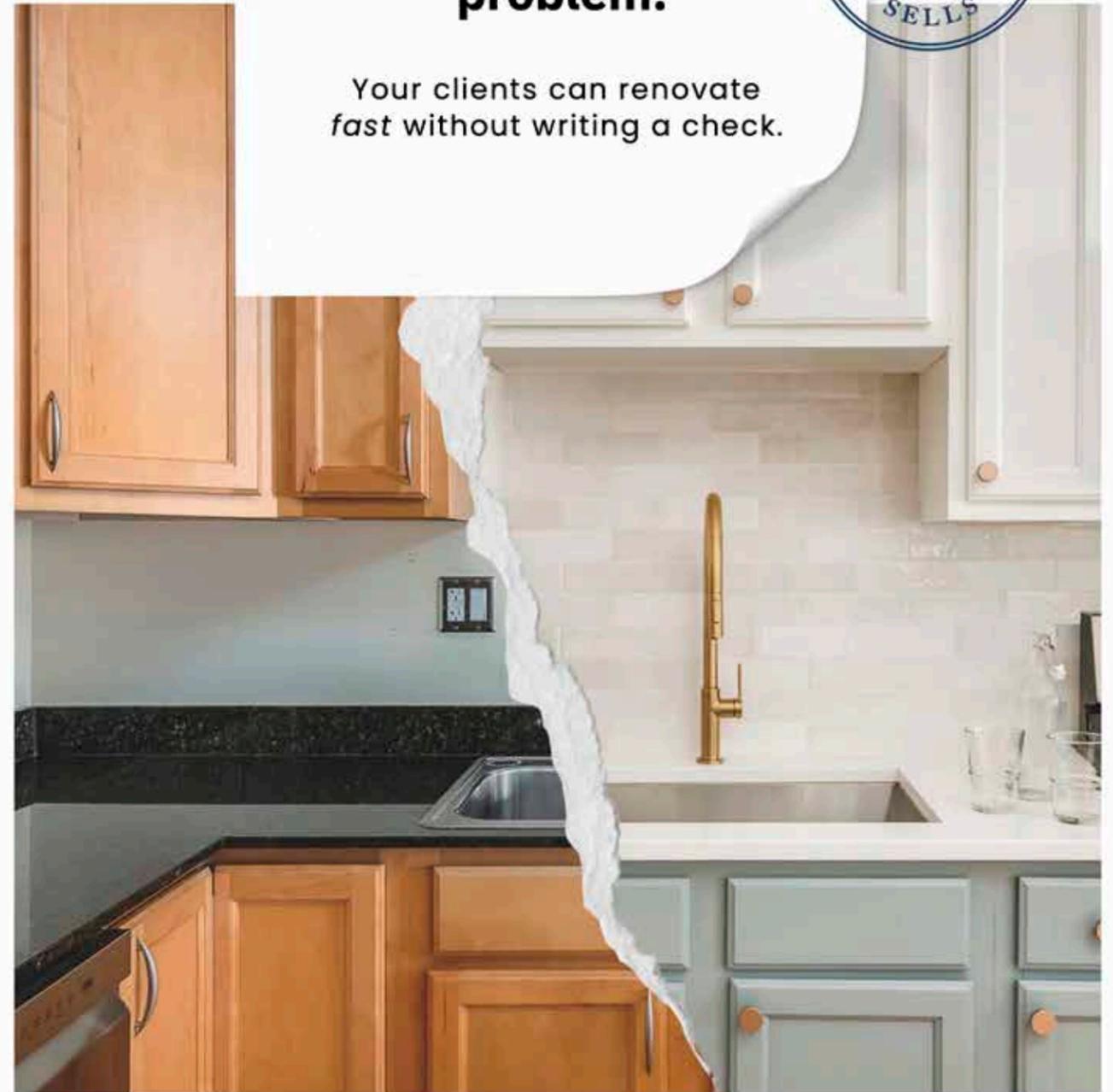
800-285-3001



Design, Construction,
Financing

**No budget, no
problem.**

Your clients can renovate
fast without writing a check.



**Philip Popo &
Michael Washington**
Renovation Sells DC Metro



renovationsells.com/dc-metro
(240) 521-4634
ppopo@renovationsells.com
mwashington@renovationsells.com



CELEBRATING 6 YEARS OF DC METRO REAL PRODUCERS!

Happy 6th Anniversary to us! And thank you to all of you amazing Real Producers who have been with us on this incredible journey.

We're so grateful and honored to have had the opportunity to share so many of your inspiring stories in the pages of our magazine and have had just the most wonderful time connecting and getting to know all of you in our six years of spectacular DC Metro Real Producers events. Check out the fun we've had over these years!

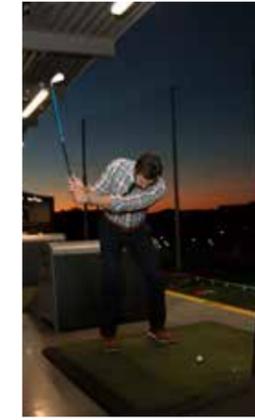
We're excited to share with you some wonderful news: thanks to all of our amazing top-producing, rock star agents and our fantastic preferred partners who make all of what we do possible...

WE ARE THE #1 MAGAZINE IN THE REAL PRODUCERS FRANCHISE NATIONWIDE!!

We hope you're enjoying receiving our publication, and if you haven't been featured yet, please reach out to us and nominate yourself - or someone you know who you think we should showcase.

And be sure to join us for the exclusive top-agents networking events that we hold several times a year. As you can see... we've had a blast!

Happy 6 years to us!!





**TOWN & COUNTRY
STAGING**
— Stage ■ Store ■ Move —

"Transform each space into an unforgettable experience"

Realtor Loyalty Program | Experienced Team of Designers | 60 Days for 30 Days | Pay at Closing



Visit us online at:
townandcountrymovers.com/staging
or call: 1 (800) 683-6683



Spring
**Your Buyer
Into A
New Home**
with a
pre-approval
from The
Kempes Group

SOLD

*Elevate Your
Real Estate*

WE OFFER PRE-LISTING
CONSULTATIONS



Preferred Staging

SCHEDULE AN APPOINTMENT!
PREFERREDSTAGING.COM

WHY CHOOSE TRANQUILITY + RING?

The DMV's first certified Ring Installation team, securely mount, install and defend your domain. Choose locks and cameras in a system that works best for you and control it from your device, anywhere in the world.



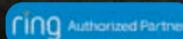
Tranquility
Smart Homes & Security, LLC.

**Book Your FREE
Consult Today!**
tranquilityshs.com
240-994-5415
info@tranquilityshs.com

"Think Smart, Think Tranquility"



Veteran Owned and Operated
by **NICK GRILLO**



WE WILL FINANCE YOUR DREAM HOME
A DIVISION OF THE MORTGAGE LINK, INC



KEMPES JEAN

NMLS#113054
(267) 625-3066 (c)
(301) 708-0401 (o)
kjean@themortgagelink.com
www.themortgagelink.com/kjean

*"The only thing worse than
not getting what you want
is someone else getting it."*
Roger Sterling (Mad Men)

The Mortgage Link, Inc. NMLS#113054. We are licensed in Maryland (7957), District of Columbia (MLB113054), Virginia (MC-2236), Arizona (1035583), Colorado, Delaware (19208), Florida (MBR778), Louisiana, North Carolina (L-205450), Oklahoma (MLO14515), Oregon, Pennsylvania (61690), South Carolina (MLS 113054), Tennessee (113054), Texas and West Virginia ML-25608). For more information, please reference the NMLS Consumer Access Website at www.nmlsconsumeraccess.org



The Professional Realtors'
Referred Mover of Choice

Perry Moving & Storage understands that a referral is the highest compliment. So you can feel confident your clients will be treated with the same professionalism, care and attentiveness that you provide.

About Perry

- 100 years in the business, family-owned & operated
- Local, long distance & international moving
- Full-service packing and crating services
- Long & Short Term climate-monitored storage
- Mobile storage units for staging + small shipments



Call today about our special Realtor Program

888.290.2233
info@perrymoving.com

7247 National Drive | Hanover, MD 21076 | 410.799.0022 | www.perrymoving.com

©2023 PERRY INC. ALL RIGHTS RESERVED.

Providing Thorough Home Inspections, One Satisfied Client At A Time!

- Comprehensive & Detailed Inspections
- Professional & Personable Service
- Radon Testing

Over 5 Billion in Real Estate Inspected

We are committed to raising the standards of your client's home inspection.

CONTACT US TODAY!

KENNETH COX & ASSOCIATES, LLC



KENNETH COX
O: (202) 298-7868
C: (202) 413-5475
kencox1@mac.com

PO Box 5642, NW
Washington, DC 20016



DC METRO REAL PRODUCERS®

PRESENTS

Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES



ALAN CHARGIN
KELLER WILLIAMS REALTY

"I know I can't earn a single dollar in this industry unless my clients are achieving their goals. So I earnestly pursue the achievement of their goals with them. I'm not completely selfless. I have ambitions, too, but I have to be working for them first."



CRAIG SWORD
COMPASS

"I just try my best to lead by example and show other professionals in my community that you can be financially driven and also put your clients' needs ahead of that ... and that all of the financial benefits will come behind doing what's right by your customers and offering above-and-beyond service."

A word from our Preferred Partner:



ROB KROP
KELLER WILLIAMS REALTY

"You're helping someone buy the thing they call home, and that makes them feel safe. You're hearing what matters the most to them in life. It's a really cool thing that I'm thankful to be part of... This is a personal business. It's such a relational business, and it's cool when you can build relationships."



JENNIFER LINDSAY
GOOSEHEAD INSURANCE

"We work with REALTORS® and mortgage professionals to solve their clients' homeowners insurance needs. We are an insurance broker and can shop/choose from over 60 different insurance companies to develop the best option for our customers. I am personally insurance-licensed in Maryland, D.C., Virginia, Pennsylvania, and Delaware, and I can make referrals to other Goosehead agents across the country too. Since we are supported by a national network, hundreds of Goosehead Insurance licensed team members can help service our customer needs."





JENNIFER LINDSAY

GOOSEHEAD INSURANCE



▶ partner spotlight

By Jess Wellar
Photos by Ryan Corvello

LEVERAGING THE POWER OF CHOICE + EXPERIENCE

“No one expects to have an insurance claim,” Jennifer Lindsay points out. “But it’s our job to help protect customers from the unexpected. If a customer cuts corners on insurance coverage, it could have a big impact if the customer suffers a loss.”

Jennifer is the proud owner of a Bethesda-based Goosehead Insurance agency that is part of the countrywide Goosehead Insurance network. Her agency shops insurance for customers’ homes, properties and autos, as well as for other personal insurance lines like jewelry, boats and umbrella coverage.

“We work with REALTORS® and mortgage professionals to solve their clients’ homeowners insurance needs,” Jennifer explains. “We are an insurance broker and can shop/choose from over 60 different

insurance companies to develop the best option for our customers. I am personally insurance-licensed in Maryland, D.C., Virginia, Pennsylvania, and Delaware, and I can make referrals to other Goosehead agents across the country too. Since we are supported by a national network, hundreds of Goosehead Insurance licensed team members can help service our customer needs.”

Despite being an insurance agency owner in business just shy of four years, Jennifer’s agency is quickly growing. So quickly in fact, that she was able to invite her husband Steve to join the agency in October of 2022.

“If a fortune teller told me, ‘You are going to launch an insurance agency in March 2019, then, a year later, in March 2020, there will be a long

pandemic substantially limiting in-person networking and marketing for over two years,’ I would have never left my previous job working for a big insurance company,” Jennifer admits. “Thankfully, many referral relationships I established during my first year grew stronger during COVID-19 and I owe the agency’s success to them.”

“I should add that I worked CRAZY hours and my husband was a huge supporter for letting me build my business,” she continues. “Steve took on glamorous home chores like laundry and food services during his off-work hours.”

Jennifer and her husband both came from big Fortune 500 insurance companies and she says their shared background in handling claims and working as underwriters has helped

Jennifer and Steve Lindsay met in Houston, Texas, on insurance claims catastrophe duty, when they both worked for Aetna. The couple has been in the insurance industry their entire careers and have two grown daughters, Mary and Sophia, as well as two rescue dogs, Gus and Bruno.



them tremendously in understanding how insurance companies price and underwrite new insurance policies, approach customer renewals, and handle claims.

“We can advise people since we compare lots of insurance companies. We’re not limited to one insurance company, and it’s nice to have a trusted insurance advisor navigating insurance options and to bounce ideas off of. We’ve had an incredible growth trajectory and I am incredibly grateful to people who put their faith in me to take care of their customers. I’m also grateful that my husband could join the agency. Our level of expertise is over 60 years of experience combined.”

In addition to her husband, Jennifer is also quick to give credit to her parents, who instilled a solid work ethic

in their daughter at an early age.

“Both my parents worked for small businesses when I was growing up. My dad had a real estate agency on Capitol Hill and my mother was the business manager for an interior design firm,” Jennifer recalls. “From a young age, I was taking real estate and property management calls with messages for my dad. I also ‘worked’ at the interior design firm with my mom, learning about quality furnishings and fabrics.”

Jennifer became interested in the insurance business after attending a paid practice interview during her time at Trinity College in Hartford, Connecticut, “the insurance capital of the U.S. at that time,” she says with a laugh.

“Aetna insurance was paying college seniors \$25 an interview so their

recruiters could practice. After the fourth interview, I started to grow curious... I had never really thought about insurance before. I was selected to be in a great 14-month training, rotating claims, underwriting, marketing and operations areas. I got a broad-based introduction to insurance and I ended up in claims, which provided a very strong understanding of policy coverage.”

“After my first year in college, I got my real estate license. Mainly, I did a lot of rental showings and listed a couple of homes, which helped with college tuition,” Jennifer recalls. “I could have worked for my dad after college but I wanted a little independence and a different experience so I headed to Philadelphia.”

Jennifer says she mostly worked for large insurance companies during her

insurance career, and had bumps along her career path with reorganizations, company mergers and recession layoffs.

“Mostly, I tried to stay employed and earn a steady income. But eventually, I decided I needed to be in control of my future path. I think I inherited my dad’s ability to connect with people and a little dose of his entrepreneurship. And my mom went back to school in her fifties and earned a master’s in museum collections management, which led to a whole new career. From her, I learned it’s never too late to start something new!”

As Jennifer looks to the future of her business, she sees even busier times on the horizon with rising interest rates continuing to push up the value of everything, including the cost of insurance coverage.

“We have customers of all different types qualifying for loans — people who are trying to save every penny and more affluent clients as well. We handle all price points and understand the needs and wants of each customer while maintaining a quality piece to the service. I think it’s going to be a busy year with insurance rates increasing. Post-COVID, we still have an



increase in costs, so insurance rates are catching up with that. But we’re always happy to shop for insurance.

“And as busy as we may get, I will always enjoy working on behalf of and doing what’s right for the customer,” Jennifer concludes. “Our recommendations are never driven by commission

percentages or profit sharing. Owning the business gives me the luxury of deciding how I want to run our business and serve our customers.”

To learn more about various coverage options for yourself and your valued clients, visit jenniferlindsayinsurance.com.



Moving services for today's market...
at a price your clients can afford and the quality you expect.



Quality You Can Trust!

**Local | Long Distance | International
 Moving & Storage Services**

For more information about preferred pricing
 and special programs for your clients,
 call **Sherry Skinner** at

703.226.3282



Connect With Us

D.C. Metro area locations in Landover,
 Springfield and Sterling

Sales@invan.com | MoveInterstate.com

**GET IN THE GAME WITH THE MOST
 COMPETITIVE COVERAGE**



Get A Quote!

**Goosehead Insurance takes care of your
 customers, offering a choice of insurers and
 excellent service at competitive prices.**

SERVICES INCLUDE:

Home, Auto, Umbrella, Valuable Items, Boats,
 Recreational Vehicles

Discounts for HOME & AUTO Bundle



**7200 Wisconsin Avenue, Suite 500
 Bethesda, MD 20814**

(202) 558-0888 | JenniferLindsayInsurance.com



Jennifer Lindsay, CPCU
NPN: 2504461
Jennifer.Lindsay@Goosehead.com



Steve Lindsay, CPCU
NPN: 412250
Steve.Lindsay@Goosehead.com

Licensed in MD, VA, DC, PA & DE. Referrals can be made across the United States.

Beautiful HOME SERVICES
 Kitchen & Bathroom Remodeling, House Painting,
 Basement Remodeling & Carpentry in MD DC VA

Making home improvement dreams a beautiful reality.

Andrew Blate
 President of Finance and Sales

**CONTACT US FOR A FREE IN-HOME ESTIMATE:
 301-816-3255 OR WWW.BEAUTIFULHOMESERVICES.COM**

Northwestern Mutual

PARTNER. PLAN. PROTECT. PROSPER.

Learn how we offer customized solutions designed
 for DC Metro Real Producers like you.

Herbert Valentine Kelly, III
 Financial Advisor
 8484 Westpark Dr. Suite 700
 McLean, VA 22102
 703-848-4870
tripp.kelly@nm.com | tripp-kelly.com

© 2018 Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Herbert Kelly is an Insurance Agent of NM.

Genuine Difference



ROB KROP

One of the reasons you're reading this is that you have set yourself apart in the world based on what you do — and, more importantly, on how you do it.

That same truth is personified in the way Rob Krop approaches his life and work.

As team leader of the Rob Krop Team at Keller Williams Realty, Rob delivers a genuine difference to his team members and clients.

"You're helping someone buy the thing they call home, and that makes them feel safe. You're hearing what matters the most to them in life. It's a really cool thing that I'm thankful to be part of," Rob says. "The same holds true with my team members. This is a personal business. It's such a relational business, and it's cool when you can build relationships."

GETTING AN EARLY START

Rob earned his real estate license when he was 18 years old. "I worked with my dad at his mortgage company. I ran the marketing and learned a lot about technology and a little about mortgages," Rob remembers. "As I went off to college, my dad and I decided to create a limited listing company. This was prior to the crash in the 2000s. I got my license to facilitate work with that company and then the crash happened."

When the economic downturn happened, Rob moved away from the limited listing services and started working in traditional real estate. At the time, he began to specialize in short sales and investments. ...



...

"I worked with investors and with a lot of flips. Someone is always buying, no matter what is happening with the market," Rob points out. "I focused on investors and large commercial properties. I was willing to get my hands dirty and work with short sales. That first short sale client I worked with has gone on to do multiple deals with me."

GAINING GROUND

At the time, Rob's company was called List It Homes, but to grow the company, he knew he needed to bring value to the agents. He researched how to open a brokerage and had his broker's license.

"I bought a RE/MAX franchise in Urbana in 2010, and a few years later started a second RE/MAX brokerage in downtown Frederick. In 2019, I sold those. I built the brokerages, but my passion for having a brokerage wasn't there. I realized the best thing was to sell it to someone else," Rob remembers. "After that, I started a team. I always wanted to create a team. Being a broker for 10 years taught me so much, and I got to meet a ton of agents. It makes doing deals so much easier. Most of real estate is belly to belly."

STARTING HIS TEAM

When Rob sold the brokerage, he started his team. Since then, his team's production has grown 10 to 15 percent each year. Today, Rob is proud to work with a team of 15 agents, in addition to professional staff.

With each transaction, Rob and his team approach their work with a true educational mindset. "Our aim is to arm them with the best information possible so they can make really good decisions," Rob says. "We want to make the process more enjoyable for them along the way."



Rob Krop is a licensed pilot and enjoys flying in his free time.

REWARDING RESULTS

The team has made a true difference for residents across the region and, in the process, has recorded lofty signs of success. In fact, in 2022, they amassed \$76.6 million in sales volume.

Life is made much richer for Rob by his family. He treasures time with his wife, Stephanie, and their children, Nora, Remy, Ava, and Otto.

In his free time, Rob is a private pilot as well. In addition to his love for flying, he started another company called The Machine Gun Nest, which is an indoor shooting range.

Rob also has a heart for helping. One of the organizations that he likes to support is Sleep in Heavenly Peace. "That is an amazing group," Rob emphasizes. "No child should sleep on the floor in our town. This organization builds beds and collects bedding and mattresses and delivers them all over the county."

With care and leadership, Rob is committed to making a genuine and lasting difference for those around him.



ABSOLUTE BUILDING AND CONSTRUCTION
Residential and Commercial

REALTORS...HOW CAN WE HELP YOU AND YOUR CLIENTS?

WE PREPARE HOMES FOR SALE
**Renovations • Additions • Roofing
Windows • Deck • Patio • Fence**

Ashar Farhan
202-468-8662
absolutebnc@gmail.com

Give your clients \$200 off their best moving experience

Scan the QR code now & we will send you \$200 to give your clients for their next move.

FAMILY OWNED AND OPERATED
BARGAIN MOVERS
EST. 1982
MARYLAND • WASHINGTON DC • VIRGINIA

TRUSTED FOR OVER 40 YEARS IN THE DMV
Based in Gaithersburg, MD
301-685-6789



CRAIG SWORD

LEADING BY EXAMPLE



While leadership comes in many valuable forms in the world around us, one of the sure signs is evident in people who lead by example.

As a REALTOR® and the director of sales at The Bowers Group of Compass, that's an area where Craig Sword excels.

A PASSION FOR THEIR GOALS

At the heart of Craig's achievements is the passion he feels for helping others reach their goals.

"I really enjoy working with buyers, sellers, and investors in my DMV community and take a lot of pride in helping make the process of buying or selling a home less stressful and, hopefully, fun," Craig says. "I love being an active part of my team, from a Realtor perspective day to day, but also, from a leadership role, enjoy helping my teammates grow as real estate professionals."

Before real estate, Craig worked in the financial tech industry — specifically, consumer credit counseling on both the sales and management side.

After a great deal of success in the world of corporate sales, Craig set his sights on a new path.

"Two of my closest friends of 20-plus years, and now partners at The Bowers Group of Compass, had carved out a nice platform in DMV



Craig Sword is a Realtor and sales director with The Bowers Group at Compass.

Craig and his girlfriend, Brooke

real estate. I started doing real estate part-time, and became so passionate about it," Craig says.

"So it made sense for me to go that route financially, but more importantly, I knew it was the right decision for me because I fell in love with it."

SIGNS OF SUCCESS

Craig has enjoyed a rewarding career all the way around. In fact, in each of the past two years, he personally recorded over \$20 million in sales volume.

During the same time, he and the team amassed \$211 million in sales volume, representing nearly 400 transactions, in 2021 and 2022.

FAMILY FOUNDATION

Family is at the heart of life for Craig. He looks forward to time spent with his mother, step-father, sister, brother-in-law, two nieces, and girlfriend, Brooke, and her son, Bryce.

In his free time, Craig is an avid golfer. Travel is also a big passion for him. Some of his favorite destinations that he has experienced in the past few years include Curacao, Aruba, the Bahamas, and Punta Cana. Craig and Brooke, along with Craig's family, are looking forward to a fun trip to Europe this August where they plan to visit London, Amsterdam, Ireland, and France.

"Travel's always been a big part of my life, and other than my family and work, it's the thing I look forward to most," he says.

In addition to playing golf as much as possible, Craig also takes pride in helping Coach Bryce's youth basketball team in Olney.

When it comes to giving back, Craig has a big place in his heart for the Pet Connection Rescue, a group that provides valuable pet adoption services. He also helps support foundations such as JDRF and Saint Jude Children's Research Hospital.

SHARING HIS GIFTS

Those who have had the chance to get to know and work with Craig appreciate the way he shares his gifts with all of those around him.

"We try to treat everyone very equally on a professional and personal level," Craig says. "We put all of our clients' goals and ambitions ahead of ours. We do it in a collaborative way. We make a stressful process enjoyable and fun in many ways."

SPIRIT OF SERVICE

With a deep sense of service, integrity, and purpose, Craig makes a vital, ongoing difference in the lives of those around him and in his community each day.

"I just try my best to lead by example," he emphasizes with a smile, "and show other professionals in my community that you can be financially driven and also put your clients' needs ahead of that ... and that all of the financial benefits will come behind doing what's right by your customers and offering above-and-beyond service."

PRIME TITLE GROUP

SETTLEMENT SERVICES BEYOND THE KEYS



Prime Title Group provides:

- ✓ Comprehensive title services and professional settlement, escrow, and closing services.
- ✓ Facilitate real estate purchases, construction, refinances, or equity loans.
- ✓ 20+ Years Experience



Lawrence O. Elliott, Jr.

Attorney & Counselor at Law

lawrence@primetitlellc.com

(301) 341-6444

primetitlellc.com

9701 Apollo Drive
Suite 101 Largo, MD 20774

WHY REALTORS CHOOSE 123 JUNK

JUNK REMOVAL MADE SIMPLE

OUR 1-2-3 PROCESS

We have a defined process for sorting and donating your items to a robust network of local municipalities and non-profit organizations. Our objective is to maximize what can be recycled and donated and minimize what ends up in the landfill. Our entire brand is built around this process!

LIGHTNING QUICK TURNAROUND

Our size allows us to turn around projects in hours or days, making you look like a hero to your client! Is your listing going to closing tomorrow? Don't worry - we've got you covered today!

HOME PROTECTION IS OUR PRIORITY

Our professional haulers will protect the doors, floors and banisters so that you don't have to worry about one project turning into multiple.

NO JOB IS TOO SMALL

Our volume based pricing means that you only pay for what we haul away.

WE'RE A REAL ESTATE FOCUSED BUSINESS

We understand how emotional and stressful a real estate transaction can be and we thrive in making our clients feel comfortable with letting their stuff go.

WE'RE A REFERRAL BUSINESS

Seventy percent of our business comes through referrals from previous clients and local business partners. We believe this is a testament to the quality of our services and our commitment to the client experience!

WE'RE LOCAL

We're a local, independently owned business servicing only the Washington DC Area.



If you would like to find about personalized coupons for you clients, please reach out to one of our team members:



Kevin Wheeler
301-798-6055
kwheeler@123junk.com



(703) 400-7645 - WWW.123JUNK.COM

A MOVER TAILORED TO YOUR HIGHEST STANDARDS.



Moyer & SONS
MOVING & STORAGE, INC.

moyerandsons.com

YOUR CLOSING IS A SLAM DUNK WITH EASTERN TITLE



Don't let your deals bust like your March Madness bracket. Rely on us to close on time!



EASTERN
TITLE & SETTLEMENT

WE CLOSE
ANYWHERE, ANYTIME.

112 E. Broad St.
Falls Church, VA 22046

3926 12th St NE
Washington, DC 20017

6100 Executive Blvd., Suite 410
Rockville, MD 20852

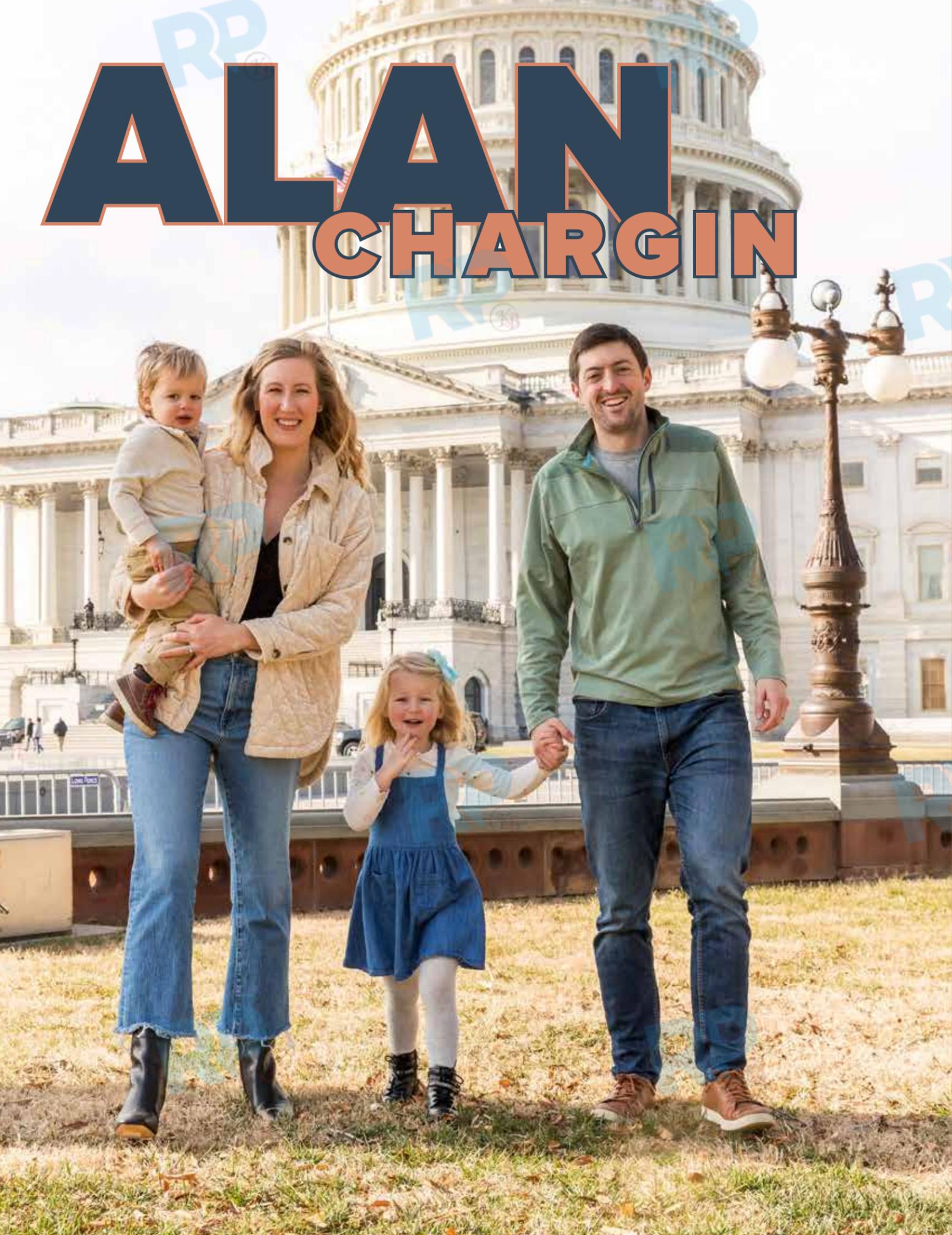
3 Research Place, Suite 201
Rockville, MD 20850

11113 Manklin Meadows Lane
Berlin, MD 21811

240-403-1285

EasternTitle.com

ALAN CHARGIN



Approachability.
Genuineness.
Balance.

► cover story

By Zachary Cohen
Photos by Ryan Corvello

Born in San Jose, California, and raised in Syracuse, New York, Alan Chargin moved to Washington, D.C., to work in Congress after graduating from SUNY Oswego with a degree in marketing and economics. After a short stint working for a restaurant group, Alan transitioned into real estate in 2018, inspired by his experiences as a buyer. He started his real estate career doing marketing for a Keller Williams team and got licensed in 2019.

Over the next four years, Alan built one of D.C.'s top real estate businesses. He was named Keller Williams' national Rookie of the Year in 2020 when he closed \$34 million. He followed that up with \$61 million in 2021 and \$41 million in 2022, helping over 200 families in the process.

"Probably the most impressive fact about me as a REALTOR® is that in 2020, I was not only the highest-selling rookie for Keller Williams nationally, but I was the highest-selling rookie of all time," Alan shares.

So how has Alan achieved so much success so quickly? He credits it to a few factors: approachability, genuineness, and balance.





“I’M A REGULAR GUY. I’M JUST OUT THERE SELLING HOUSES AND HELPING PEOPLE.”

...

Approachability

Alan pushes against some of the REALTOR® stereotypes that don’t serve him. For example, he prefers a t-shirt to a suit. He doesn’t focus on social media marketing, preferring to network directly with clients. He’s even willing to be honest with clients about his flaws, preferring authenticity to feigned perfection.

“I do real estate straightforwardly. I don’t overcomplicate it. I treat people well and don’t worry too much about how many sales I’m going to get. The sales tend to follow. Sometimes, we get in our own way with setting sales goals. I’m a regular guy. I’m just out there selling houses and helping people,” Alan says.

Alan’s approachability helps him build trust with clients, and in turn, has helped him develop a thriving business.

Genuineness

Alan meets most of his clients at open houses; over the years, his business has grown to be more referral-based. He tries to establish a relationship as soon as he engages people. Instead of waiting to send an email days later, he texts them that afternoon or will offer to show them additional homes after the open house. His



Alan Chargin with his wife, Hannah, and their children, AJ and Noelle.

genuine nature allows clients to connect with him, and they immediately sense he has their best interests in mind.

“I know I can’t earn a single dollar in this industry unless my clients are achieving their goals, so I earnestly pursue the achievement of their goals. I’m not completely selfless, but I have to be working for them. We all know that. It sounds easy to say, but it’s real. So I just focus on being genuine and treating people as they want to be treated.”

Balance

Alan began his real estate career in a non-sales role because of his perceived challenge with work/life balance for REALTORS®. A family man at heart, he was concerned a

career as a REALTOR® would cut into his family time.

“Everything I feared about work/life balance has been true, but fortunately, it’s been fulfilling,” Alan explains.

Alan has learned that boundaries are essential. While he’s not perfect at achieving balance, it’s always his goal to be a standout businessman and a good father and husband. He admits that he struggles with balance sometimes, and that’s okay. He’s figuring it out day by day.

“I’m guilty of often not prioritizing balance because I like the grind and the journey with each client,” Alan says transparently. “So that’s what I struggle with — wanting to



...

...

always work. There's a struggle to balance work results with quality time at home, and it's not always my strong suit."

Alan credits his wife, Hannah, with making his career aspirations possible. She takes charge of caring for their two young children, Noelle and AJ, allowing Alan to build a top real estate business.

I'VE REALLY ENJOYED BEING A SOLO AGENT, GETTING TO IMPACT AND CONNECT DEEPLY WITH EVERY CLIENT. AND NOW, I'M ABOUT TO EMBARK ON A NEW JOURNEY.

"I can't imagine my life without my wife and family. To work as much as I want to work and produce as much as I want to produce and have kids is impossible without the wife I have and the buy-in I have from her for my career goals. She's been so valuable to my success," Alan says.

With balance freshly in focus, Alan is looking to transition from being a solo agent to developing a team. While he believes in the solo agent model, he understands that growing a team is the right move to achieve all his goals, both in business and at home. He's excited about what this new change will bring to his business and life.

"I've really enjoyed being a solo agent, getting to impact and connect deeply with every client. And now, I'm about to embark on a new journey."

Top producer Alan Chargin with Keller Williams Realty



DRAPER & KRAMER MORTGAGE CORP.

WE CAN CLOSE HOME PURCHASES IN JUST 14 DAYS!

Don't let financing delays jeopardize your home purchase transaction. At Draper and Kramer Mortgage Corp., we routinely close home purchase loans in three weeks or less, and we can even close many loans in just 14 days! From preapproval to closing, we go above and beyond to accelerate your home financing experience.

- Same-day preapprovals
- Prioritization of home purchase transactions
- Speedy in-house underwriting
- Streamlined DK Xpress™ digital mortgage experience
- Funds wired ahead of schedule
- Smooth and timely closings

MELISSA RICH
SVP of Residential Lending
NMLS ID #1124764



Call Melissa anytime with your home financing needs.

202-768-7131
703-927-2626

melissa.rich@dkmortgage.com
dkmortgage.com/rich

1140 3rd St NE - Office 2159 & 2160
Washington, DC 20002

EQUAL HOUSING OPPORTUNITY

14-day closing timeline is not guaranteed for all situations and is subject to borrower's credit and underwriting approval, satisfaction of all conditions of approval, home appraisal supporting the transaction and confirmation of a clear title. Draper and Kramer Mortgage Corp. is not responsible for circumstances beyond its control that delay or prohibit the loan from closing. No loan may close sooner than 7 days after loan application due to the federal TRID rule. Contact your Draper and Kramer Mortgage Corp. professional for full program details.

Melissa Rachel Rich (NMLS ID # 1124764 (www.nmlsconsumeraccess.org) CA-CA-DB01124764 DC-ML01124764 MD-33923 VA-MLD-18A48VA) is an agent of Draper and Kramer Mortgage Corp. (NMLS-2551) an Illinois Residential Mortgage Lender located at 1431 Opus Place, Suite 200, Downers Grove, IL 60515, 630-376-2100. CA: Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act, License No. A130680. DC: Mortgage Lender License No. MLB2551. MD: Licensed as a Mortgage Lender by the Commissioner of Financial Regulation No. 19525. VA: Licensed as a Mortgage Lender by the Virginia State Corporation Commission No. MC-5630. NMLS ID No. 2551. © 2021 Draper and Kramer Mortgage Corp. All Rights Reserved. 04818-02 11/21.

Moyer

MOVE MANAGEMENT



FULL-SERVICE MOVING SOLUTIONS

Senior Move Management ▪ Space Planning & Design ▪ Downsizing & Organizing
Packing, Unpacking & Settling In ▪ Professional Moving & Storage ▪ Donation, Disposal, & Dispersal ▪ Staging

moyermovemanagement.com

CALL US TODAY: 301-685-7900 Maryland/DC • 703-740-9912 Virginia

AWARD-WINNING ROOFING SERVICES

Cole Roof Systems has earned **Angie's List Super Service Award** for the past five years.

ROOFING / GUTTERS & DOWNSPOUTS / SKYLIGHTS / SNOW REMOVAL / LICENSED & INSURED / OVER 45 YEARS IN BUSINESS / TOP-QUALITY EXTERIOR PRODUCTS



Call today for your **FREE** estimate!

(703) 836-6679
(703) 615-1094

ColeRoofSystems.com



RYAN CORVELLO PHOTOGRAPHY



Real Estate & Lifestyle Photographer
in Maryland, D.C., and Virginia

Fusion Photography
2D and 3D Floor Plans
Agent and Team Portraits

corvellophotography.com • ryancorvello@gmail.com • 757-685-2077

Client Satisfaction is Our Top Priority



PEAK SETTLEMENTS

Title Services • Real Estate Settlements • Notary Services
Property Transfers • Deeds • Reverse Mortgage Settlements
Purchase, Refinance and Short Sale Settlements
Witness Only Closings

Looking for an Experienced Title Attorney
to Close Your Next Transaction?

Contact us today!

600 Jefferson Plaza #420, Rockville, MD 20852 | 301-528-1111
www.peaksettlements.com | info@peaksettlements.com





▶ special events
Photos by Ryan Corvello

DC METRO REAL PRODUCERS JANUARY MAGAZINE PARTY

January 10, 2023

Real Producers Magazine Parties never have a dull moment! It was an absolute honor networking with our featured agents and top-notch partners. A very BIG thank-you to our wonderful sponsor, **Jordan Dobbs of Intercoastal Mortgage Company**, who hosted this enjoyable event at 12505 Park Potomac Avenue, Suite 450, in Potomac. We had a wonderful time connecting with the best of the best over first-class cuisine and cheers!

We can never express enough gratitude for our premium partners — we simply could not do what we do without your tremendous support. Thank you again for being such an integral part of our special *DC Metro Real Producers* community. We appreciate you and can't wait to see everyone again at our next event, the **Masquerade Sneaker Ball**, coming up on **March 22nd!**

Our event photographer, **Ryan Corvello**, snapped plenty of lively moments, which you can find on our Facebook page: *DC Metro Real Producers Top 500*. And if you were one of the lucky mag party attendees, **be sure you request to join our private page and tag yourself and friends in the pictures!** Scan the QR code to the right to see the gallery!



For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.



HDBROS

VIDEO PRODUCTION.
REAL ESTATE MEDIA.



JOHN SCHWARTZ
PARTNERSHIP DIRECTOR

LET'S CONNECT!

schwartz@hdbros.com

(202) 215-9962

Q better business in 2023 X



BATCH CONTENT
FOR DAYS, IN ONE
SHOOT WITH OUR
**SOCIAL MEDIA
SESSIONS.**

BECOME A
HDBROS PARTNER

SAVE MONEY.
SECURE MORE BENEFITS.



LEGACY

SETTLEMENT SERVICES

ARE YOU READY TO — — START A LEGACY?

To start and grow a legacy, you need a valuable partner.

LEGACY is that partner.



We are extremely pleased with the professionalism and expertise of Legacy Settlement Services. During COVID when situations were stressful and cautious, many of our settlements took place at Legacy. The team was extremely efficient, conscientious, careful, and accommodating to say the least. We are always able to reach a staff member when needed. We highly recommend using this title company.

Tracy Lucido

Realtor & Vice President at Bob Lucido of Keller Williams Lucido Agency



Morgane Barry

Licensed Title Agent
Legacy Settlement Services, MD DC VA FL

morgane@legacyfortitle.com

919.441.1848

www.legacyfortitle.com

2936 O'Donnell Street, Baltimore, MD 21224

8659 National Pike, Suite P, Ellicott City, MD 21043

2000 Pennsylvania Ave NW, Washington, DC 20006

7315 Wisconsin Ave, #400W, Bethesda, MD 20814

201 N. Union Street, Suite 110, Alexandria, VA 22314



LET'S START PLANNING YOUR NEXT EVENT IN 2023!

At Rescue Event Planning our mission is to take your biggest visions and turn them into an elegant, stress-free, well-organized unique event. Let's start planning your 2023 event today!

WWW.RESCUEEVENTPLANNING.COM

The
FRIEDSON TEAM

at

guaranteedRate®



JOSH FRIEDSON

WHY WORK WITH US?

Lightning fast closings*

- As few as 21 days to close
- As few as 14 days to close with a fully underwritten pre-approval

We can fully underwrite your clients credit for pre-approval

- Allows the option to have a non-contingent offer on financing
- Strength over competing offers

No fee early refinances available

- Allows your clients to snag a home while competition is low

(703) 647-5970

josh.friedson@rate.com

@TheFriedsonTeam Josh Friedson @TheFriedsonTeam

Josh Friedson NMLS ID: 626892, Guaranteed Rate Inc., NMLS #2611. For licensing information visit nmlsconsumeraccess.org. Guaranteed Rate is not affiliated with the U.S. Department of Veterans Affairs. Applicant subject to credit and underwriting approval. Red Arrow Express Approval (the "Approval") is contingent upon receipt of executed sales contract, an acceptable appraisal supporting value, valid hazard insurance policy, and a re-review of your financial condition. Guaranteed Rate, Inc. reserves the right to revoke this Approval at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation and/or if any information contained your application is untrue, incomplete or inaccurate. Receipt of an application does not represent an approval for financing or interest rate guarantee. Not all applicants will be approved for financing. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. *Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing will occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Guaranteed Rate for more information. 1300 N 17th Street, Suite 570 Arlington, VA 22209 NMLS ID: 626892, LO: CA - CA - DF19626892, DC - MLO626892, FL - LO82549, MD - 26-48476, NJ - Licensed, NY - Licensed, PA - 82587, VA - MLO-50526VA Guaranteed Rate Inc., NMLS #2611. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act DC - Lic #MLB2611 FL - Lic #MLD1102 MD - Lic #13181 PA - Licensed by the Pennsylvania Department of Banking and Securities Lic #20371 VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 EQUAL HOUSING LENDER



TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

realproducersmag.com

DC Metro Real Producers • 67

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



DEDICATED

to giving
your *client*
OPTIONS.

Give me a call today!



Richard Early
Loan Officer

NMLSR# 698683
themtgman@msn.com
(301) 332-2184

realproducersmag.com

DC Metro Real Producers • 69

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

JUST CLOSED!

Stewart Title is dedicated to putting your clients first and providing service that exceeds their every expectation!

Let us close your next Escrow deal for you!

stewart title Offices To Serve You in Virginia, Maryland, and D.C.

Real partners. Real possibilities.™

FAIRFAX • WASHINGTON, D.C. • FREDERICK • CROFTON



Wade Vander Molen

10505 Judicial Drive Ste 300, Fairfax, VA 22030

480-203-6452 • www.DCTitleGuy.com • wwander@stewart.com

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

WORKING WITH TEAM DOBBS IS A SLAM DUNK!

JD
JORDAN DOBBS
MORTGAGE TEAM

LET US HELP YOUR CLIENTS WIN!
TEAMDOBBS@ICMTG.COM
(301) 785-7162

JORDAN DOBBS • VP & SR LOAN OFFICER • NMLS ID # 1053709

INTERCOASTAL MORTGAGE, LLC
COMPANY NMLS ID # 56383 | WWW.NMLSCONSUMERACCESS.ORG

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

ProTec
Inspection Services

ANY HOME. ANY SIZE. ANY TIME.

20+ Inspectors.
Flexible Scheduling.

Residential & Commercial Inspections
Radon Tests | Mold Samplings | Pool Inspections
Termite Inspections | Sewer Scopes & More!

Michelle (301) 972-8531 | ClientCare@ProTec-Inspections.com | ProTec-Inspections.com

SOME THINGS ARE NOT WORTH THE RISK

There are times for Adventure,
Your Closing is not one of them.

Don't Settle for Anything Less Than Proven Expertise.

28 Years of Exceptional Service
Smooth, Secure, Convenient Closings
Focused On Your Clients' Needs.

Contact MBH at one of our 20 offices
across VA, MD & DC.

MBH
Settlement Group
Positioned for your success.™

TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
------	------	--------	-----------	------------	----------	-----------	-------	-------

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Disclaimer: Information based on MLS closed data as of February 6, 2023, for residential sales from January 1, 2023, to January 31, 2023, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

DC METRO
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

WANT TO BE FEATURED AS A
RISING STAR?

- ★ 5 years or less in the business
- ★ At least \$5 million in sales in one calendar year
- ★ Active on social media

OR KNOW SOMEONE WE SHOULD FEATURE?

For more information, to nominate, or to request to be featured, please email info@dcmetrorealproducers.com or visit www.dcmetrorealproducers.com!

MORTGAGE MADNESS
GET IN THE GAME!

Whether your clients are first-time home buyers or seasoned investors, my experience and suite of unique products will guide them through a smooth purchase transaction.

Chanin Wisler
Mortgage Loan Officer
20+ YEARS EXPERIENCE

301-526-0020 | chanin@firstwashingtonmortgage.com | www.ChaninWisler.info

2233 Wisconsin Ave NW Ste 232 | Washington, DC 20007-4153 | NMLS #206900





Luxurious Events

SCHEDULE TODAY AND LET'S MAKE YOUR
EVENT THE TALK OF THE TOWN

(301) 613-1676
GoldEventGroup.com



You have goals. We can help you achieve them.

Truist jumbo¹ mortgage solutions allow you to maximize your buying power so you can find a home you love—without mortgage insurance.

Move forward with confidence.
Let's talk today.



John Masci
Mortgage Loan Officer
240-687-1710
John.Masci@truist.com
Truist.com/John.Masci
NMLSR # 208998

[Truist.com/mortgage](https://truist.com/mortgage)

¹For loan amounts one dollar (\$1) above the conforming loan amount limit. Please consult your loan officer for details.
Truist Bank is an Equal Housing Lender. © 2022 Truist Financial Corporation. Truist, Truist Purple, and the Truist logo are service marks of Truist Financial Corporation.



Mortgage



*Mortgages Made
Simple!*



Contact The Deibler Home Team Today!

240.651.6955
5291 Corporate Drive, Suite 202
Frederick, MD